



## STAFF REPORT

### TOWN COUNCIL MEETING OF FEBRUARY 12, 2013

To: Town Council

From: Town Manager

Subject: Presentation by California Consulting regarding Grant Writing services

Date: January 21, 2013

#### **RECOMMENDATION:**

Hear presentation, discuss and direct staff.

#### **DISCUSSION:**

California Consulting Inc. was one of the firms/Exhibitors at the League of California Cities annual conference last year. I had previously met them at Town hall to discuss what services they provide. The company has sent a great deal of material (see attached) for the Town Council to review. These documents include a grants awarded list, success stories, testimonials, company history, list of clients, grant writing services and references. Included is a proposal and draft contract for services. I forwarded them a copy of the Town's Capital Improvement Program (CIP) and asked that they focus their presentation on which projects in the CIP they could assist the Town in obtaining funding for.

In addition, I have attached a copy of the power point they will be presenting at the Town Council meeting. This item is not for action at this meeting. After hearing the presentation, the Council may direct staff, if you wish, to pursue further negotiations with the company based on the Council's desires.

#### **CEQA :**

The proposed presentation is exempt from CEQA.

#### **FINANCIAL IMPLICATIONS:**

There is no financial impact to the Town at this point.

Attachments: Company supplied information  
Power Point Presentation

## **Grants Secured by California Consulting, LLC**

1. Corcoran Unified \$200,000 Planning Grant / EDA  
(Teacher Education Facility)
2. City of Parlier \$18,700 Tree Grant / CDF  
(180 trees throughout City of Parlier)
3. City of Sanger \$1.4 million TE Grant (11<sup>th</sup> to North)  
(Transportation enhancement 11<sup>th</sup> to North St.)
4. Corcoran Unified \$21,000 Computer Grant / USDA  
(30 computers for learning center)
5. McFarland Unified \$66,000 Playground Tire Derived / California Integrated Waste Management Board  
(CIWMB) (Playground cover in two schools)
6. Kings Canyon Unified \$1.4 million CMAQ (buses) /  
(9 new CNG buses)
7. City of Huron \$2 million BEGIN / HCD  
(Down payment assistance to homebuyers South of Huron)
8. City of Sanger \$990,000 BEGIN / HCD  
(Down payment assistance for home buyers in Sanger)
9. City of Huron \$50,000 Police Equipment / USDA  
(Patrol car and ballistics equipment)
10. City of Delano \$150,000 Targeted RAC / California Integrated Waste Management Board (CIWMB)  
(Rubberized asphalt on several streets of Delano)
11. City of Delano \$14,350 RAC / CIWMB  
(Rubberized asphalt on several streets of Delano)
12. City of McFarland \$12,000 RAC / CIWMB  
(Rubberized asphalt on several streets of McFarland)
13. City of McFarland \$150,000 Targeted RAC / CIWMB  
(Rubberized asphalt on several streets of McFarland)
14. City of Parlier, P.D. \$5,000 Bullet Proof Vest / Dept. of Justice  
(Ten bullet-proof vests)
15. City of Huron, P.D. \$15,000 Seatbelt Mini-grant/ Office of Traffic Safety  
(Officer overtime to implement "Click It Or Ticket" program)
16. City of Selma, P.D. \$234,592 DUI Grant / Office of Traffic Safety  
(Officer time and equipment to implement regional DUI program)
17. City of Sanger, P.D. \$111,000 Public Safety Equipment / Office of Traffic Safety  
(Equipment for Sanger Police Department)]
18. Corcoran Unified School District \$88,000 Playground Cover / CIWMB  
(Playground cover for three schools)
19. City of Sanger \$59,000 Playground Cover / CIWMB  
(Playground cover at two city parks)

20. City of Parlier \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
21. City of McFarland \$8,000 Amnesty Day / CIWMB  
(Tire collection event in McFarland)
22. Kings Canyon Unified \$500,000 School Violence Prevention / CDE  
(Five years of school violence prevention program)
23. Orange Cove \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
24. City of Coalinga, P.D. \$1,400 Bullet Proof Vest / Dept. of Justice  
(Two bullet proof vests for Police Department)
25. City of Sanger \$175,000 Targeted RAC / CIWMB  
(Rubberized asphalt on several streets of Sanger)
26. City of Arvin \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
27. City of Sanger \$6,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
28. City of McFarland \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
29. City of Delano \$12,090 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
30. Kings Canyon Unified \$299,000 Library Literacy Program / Federal ED  
(Additional librarian and materials for school library in Orange Cove)
31. City of Parlier \$140,000 Soccer Field / Stewardship Council  
(New soccer field to be constructed in City)
32. City of Huron \$175,000 Rubberized Asphalt Concrete / CIWMB  
(Rubberized asphalt on several streets of Huron)
33. City of Parlier \$175,000 Rubberized Asphalt Concrete / CIWMB  
(Rubberized asphalt on several streets of Parlier)
34. Corcoran Unified School District \$2 million Joint Use / California Department of Education-(Teacher Education facility for 26,000 sq. ft. facility)
35. City of Fowler \$175,000 Rubberized Asphalt Concrete / CIWMB  
(Rubberized asphalt on several streets of Fowler)
36. City of Arvin \$150,000 Rubberized Asphalt Concrete / CIWMB  
(Rubberized asphalt on several streets of Arvin)
37. City of Selma \$175,000 Rubberized Asphalt Concrete / CIWMB  
(Rubberized asphalt on several streets of Selma)
38. City of Parlier \$33,000 Community Facilities / USDA Rural Dev.  
(Computers for Police Department)
39. City of Selma \$2,024 Bullet Proof Vest Program / Dept. of Justice  
(Four bullet proof vests)

40. City of Delano \$99,596 Playground Cover / CIWMB  
(Playground cover at every park in Delano)
41. Kings Canyon Unified School District \$100,000 Running Track, Playground Cover / CIWMB (Running track and playground cover at four schools)
42. City of Selma \$44,000 Playground Cover / CIWMB  
(Playground cover at two city parks)
43. McFarland Parks and Rec. District \$57,807 Playground Cover / CIWMB  
(Playground cover at two city parks)
44. City of Arvin \$66,000 Jogging Track / CIWMB  
(Jogging path around Smothermon Park in Arvin)
45. City of Huron \$31,693 Walking Paths / CIWMB  
(Walking paths throughout city)
46. City of Fowler \$81,500 Tire Derived/CIWMB  
( Jogging path and playground cover in park)
47. City of McFarland \$64,288 Tire Derived/ CIWMB  
(Sidewalks in City)
48. City of Parlier \$75,000 Tire Derived/ CIWMB  
(Artificial turf for medians in City)
49. City of Sanger \$88,000 Tire Derived / CIWMB  
(Playground cover)
50. City of Coalinga \$30,000 Tire Derived / CIWMB  
(Playground cover)
51. Corcoran Unified School District \$93,000 Tire Derived / CIWMB  
(Playground cover)
52. Malaga County Water District \$66,000 Tire Derived / CIWMB  
(Jogging path)
53. City of Parlier \$15,000 Seat Belt Campaign / Office of Traffic Safety  
(Officer overtime for seat belt campaign)
54. City of Selma \$15,000 Seat Belt Campaign / Office of Traffic Safety  
(Officer overtime for seat belt campaign)
55. City of Coalinga \$15,000 Seat Belt Campaign / Office of Traffic Safety  
(Officer overtime for seat belt campaign)
56. City of Huron \$3,000 Seat Belt Campaign / Office of Traffic Safety  
(Officer overtime for seat belt campaign)
57. City of Delano \$15,000 Seat Belt Campaign / Office of Traffic Safety  
(Officer overtime for seat belt campaign)
58. City of Reedley \$15,000 Seat Belt Campaign / Office of Traffic Safety  
(Officer overtime for seat belt campaign)
59. Parlier Unified School District \$919,829 annually for seven years QEIA /CDE  
(Assists low performing schools increase student achievement)

60. McFarland Unified School District \$1,085,499 annually for seven years QEIA / CDE  
(Assists low performing schools increase student achievement)
61. City of Arvin \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
62. City of Sanger \$6,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
63. City of McFarland \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
64. City of Parlier \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
65. City of Parlier \$300,000 CDBG / Housing and Community Development  
(Disaster relief from 2007 freeze)
66. City of Arvin \$154,368 Selective Traffic Enforcement Program / Office of Traffic Safety  
(One officer and officer overtime)
67. City of Parlier \$60,000 DUI / Office of Traffic Safety  
(Officer overtime and DUI enforcement equipment)
68. City of Huron \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
69. City of Orange Cove \$5,000 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
70. City of Reedley \$6,203 City Allotment / Dept. of Conservation  
(Beverage recycling city allotment)
71. McFarland Unified School District \$283,739/ Office of Public School Construction  
(Portables for schools)
72. Malaga Water District \$8,000/CIWMB/Waste Tire Amnesty  
(Conduct three waste tire amnesty events)
73. Kingsburg \$5,000/Department of Conservation  
(City Allotment)
74. McFarland Unified School District \$60,000/Department of Justice, G.R.E.A.T.  
(Gang resistance curriculum for Middle School)
75. City of Delano \$300,000 CDBG / Housing and Community Development  
(Disaster relief from 2007 freeze)
76. Kings Canyon Unified School District/\$184,000  
(Library Literary Program/Federal ED/Additional librarian & materials)
77. Kings Canyon Unified School District/\$428,728 California Dept. of Education  
Education Technology Voucher (Vouchers for equipment & software)
78. Kings Canyon Unified School District/\$9.5 million  
California Dept. of Education/Joint Use (Facilities at six school sites)
79. City of Huron/\$80,000  
Department of Justice, G.R.E.A.T. (Gang resistance curriculum for Middle School)

80. City of Parlier/\$2,680,000  
Economic Development Administration (Parlier Industrial Park Infrastructure Improvements)
81. City of Fowler/\$3,098.99  
Department of Justice/Bullet Proof Vest Program
82. City of Parlier/\$4,106.84  
Department of Justice/Bullet Proof Vest Program
83. City of Coalinga/\$31,848.46  
Department of Justice/Bullet Proof Vest Program
84. City of Selma/\$21,000  
FEMA/Asst. to Firefighters
85. City of Arvin/\$546,700  
ARB/Vehicles, Street Sweeper & Backhoe
86. City of Lemoore/\$99,281  
CIWMB/Tire Derived Program – Rubber Mulch (2/2008)
87. City of Tehachapi/\$99,384  
CIWMB/Tire Derived Program – Rubber Mulch
88. City of Kerman/\$99,558  
CIWMB/Tire Derived Program – Rubber Mulch
89. Madera Irrigation District/\$99,340  
CIWMB/Tire Derived Program – Rubber Mulch
90. City of Reedley/\$59,835  
FEMA/AFG – Facilities, Equipment
91. City of Lemoore/\$70,000  
HCD/CDBG – Planning and Technical Assistance – Development Study (11/2008)
92. City of McFarland/\$70,000  
HCD/CDBG – Planning and Technical Assistance – Development Study
93. Cities of Sanger, Selma, Fowler, Orange Cove, Parlier, Kingsburg & Reedley/\$400,000  
Calgrip Anti-Gang Grant
94. City of Orange Cove/\$298,800  
Cal Trans/SAFE ROUTES TO SCHOOLS – Traffic Signal
95. Kings Canyon Unified School District/\$330,000  
CDE – Prop 1D, Dunlap High School
96. City of Parlier/\$500,000  
HCD/CDBG Enterprise Fund
97. City of Fowler/\$280,000  
CMAQ – Golden State Bike Trail
98. Parlier Unified School District/ \$340,000  
CMAQ – Buses (2006)
99. City of Reedley/ Kings Canyon Unified/\$990,000  
CMAQ – Joint Transportation Yard

100. City of McFarland/\$220,000  
Parks & Rec. – Community Project
101. City of Reedley/\$69,530  
Office of Traffic Safety – Motorcycles
102. City of Sanger/\$79,306  
Office of Traffic Safety – DUI Trailer
103. City of Salinas/\$190,071  
Office of Traffic Safety – Motorcycles and Computers (June 2008)
104. Parlier Unified School District/\$97,500  
CDE – Special Education – Teacher Professional Development Pilot (2008)
105. City of Arvin/\$11,000  
CDF - Beautification Tree Grant
106. Corcoran Unified/\$3.8 million  
EDA – Federal Economic Development Administration
107. City of Delano/\$126,000  
CDF – Beautification Tree Grant
108. City of Fowler/\$11,000  
CDF – Beautification Tree Grant
109. City of Fowler/\$9,621  
FEMA-Radios for Fire Department
110. City of Huron/\$9,566  
CDF – Beautification Tree Grant
111. City of Kerman/\$6,275  
CIWMB-Tire Clean-up
112. Laton Unified School District/\$144,000  
Office of Public School Construction - Emergency Repair Grant
113. Malaga/\$26,000  
CDF – Beautification Tree Grant
114. City of Reedley/\$69,000  
Office of Traffic Safety - Motorcycles
115. City of Reedley/\$66,483  
FEMA/AFG-Fire Fighter Equipment
116. Salinas Valley (2008)  
HCD-Enterprise Zone Designation for 5 Salinas Valley cities including Monterey County
117. City of Selma/\$33,000  
CMAQ-3 GEM cars
118. City of Selma/\$30,000  
CDF-Tree Beautification Grant
119. City of Tehachapi/\$40,000  
USDA-Equipment for PD

120. City of Arvin/\$5,000  
DOC-City Allotment
121. City of Huron/\$5,000  
DOC-City Allotment
122. City of McFarland/\$5,000  
DOC-City Allotment
123. City of Orange Cove/\$5,000  
DOC-City Allotment (2008)
124. City of Sanger/\$6,000  
DOC-City Allotment (2008)
125. City of Reedley/\$6,534  
DOC-City Allotment
126. City of Taft/\$5,000  
DOC-City Allotment
127. Kings Canyon Unified School District/\$321,662  
DOE-Improving Literacy through School Libraries
128. City of Fowler/\$38,250  
Cal Grip Anti-Gang Grant (2008)
129. City of Taft/\$500,000  
CDBG, FTHB & Housing Rehab
130. City of Parlier/\$250,000  
Water Use Efficiency
131. Parlier Unified/\$50,000  
Low Emission School Buses (2008)
132. McFarland Unified/\$50,000  
Low Emission School Buses
133. City of Fowler/\$15,000  
Tony Hawk Foundation/Panzak Park
134. City of Parlier/\$3,785  
CEDAP Night Vision Equipment
135. City of Kerman/\$8,000  
CEDAP Mini Thermal Monocular
136. City of Delano/\$8,000  
CEDAP/Delano PD
137. City of Lemoore/\$102,419  
Safe Routes to Schools/Non-Infrastructure (10/2008)
138. City of Parlier/\$205,000  
(Parlier Unified School District) Safe Routes to Schools (2010)
139. City of McFarland/\$367,268  
Safe Routes to Schools



140. City of Taft/\$300,000  
Cal-Home
141. City of Fowler/\$2,212  
Bureau of Justice Assistance/7 Bullet Proof Vests
142. City of Kingsburg/\$14,000  
AFG /Fire Department Equipment
143. City of Greenfield/\$300,000  
CDBG Enterprise Fund
144. City of Sanger & Central Valley Cities/\$395,786  
CalGrip Anti-Gang Grant
145. City of Salinas/\$400,000  
CalGrip/Operation Ceasefire (May 2009)
146. Corcoran High School/\$104,204  
SB70 Distance Learning Pilot Grant
147. Corcoran Joint Unified School District/\$54,495  
Tire Derived/Running Track
148. City of Gonzales/\$24,010  
PG&E Climate Smart Program
149. City of Delano Waste Water Treatment/\$2,000,000  
State Water Resources Control Board
150. City of Lemoore/\$300,000  
CDBG Enterprise Fund (7/2009)
151. City of Taft/\$300,000  
CDBG Enterprise Fund
152. City of Coalinga/\$37,004  
Office of Traffic & Safety
153. City of Parlier/\$56,250  
Tire Derived/Rubberway softwalk
154. City of Salinas/\$184,189  
Office of Traffic & Safety (June 2009)
155. City of Greenfield/\$25,777  
Office of Traffic & Safety
156. City of Arvin/\$34,391  
Justice Assistance Grant/Arvin Police Dept.
157. City of Soledad/\$150,000  
Tire Derived/Rubber Mulch
158. City of Lemoore, for Lemoore H.S. Dist./\$146,945  
Tire Derived/Rubber – Crumb (5/2009)
159. City of Lemoore/\$149,994  
Tire Derived/Rubber Matting (5/2009)

160. City of Coalinga/\$15,000  
Tire Amnesty
161. City of Delano/\$131,225  
Justice Assistance Grant /Delano PD
162. City of Kerman/\$8,310  
Tire Amnesty
163. City of Delano/\$276,904  
Chip Seal \$ RAC/CIWMB
164. City of Taft/\$77,000  
USDA
165. City of Avenal/\$22,663  
Justice Assistance Grant
166. City of Lemoore/35,000  
Office of Traffic Safety – DUI Enforcement & Awareness Program (6/2009)
167. City of Delano/423,134  
COPS Hiring Recovery Program (CHRP)
168. City of Arvin/\$198,501  
COPS Hiring Recovery Program (CHRP)
169. City of Sanger/\$518,954  
COPS Hiring Recovery Program (CHRP) (2009)
170. City of Huron/\$135,944  
COPS Hiring Recovery Program (CHRP)
171. City of Parlier/\$252,554  
COPS Hiring Recovery Program (CHRP)
172. City of Salinas/\$3,837,546 (May 2009)  
COPS Hiring Recovery Program (CHRP)
173. City of Coalinga/\$33,066  
CalFire Tree Beautification Grant
174. McFarland Unified School District/\$40,000  
USDA Rural Development
175. City of Taft/\$63,000  
USDA Rural Development
176. City of Delano/\$31,924  
Justice Assistance Grant
177. City of Delano/\$733,210  
Neighborhood Stabilization Program
178. City of Wasco/\$303,592  
Neighborhood Stabilization Program
179. City of McFarland/\$149,629  
Neighborhood Stabilization Program

180. City of Taft/\$149,286  
Neighborhood Stabilization Program
181. City of Lemoore/\$39,300  
Lemoore PD/ Justice Assistance Grant (7/2009)
182. City of Avenal/\$5,437  
Office of Traffic Safety /Click It or Ticket
183. City of Soledad/\$16,429  
Office of Traffic Safety / DUI
184. Fresno County/\$147,758  
Adjudication Grant
185. Kern County/\$147,092  
Adjudication Grant
186. Fresno County/\$98,000  
USDA Farmer's Market Grant
187. City of Soledad-PD/\$20,654  
Click It or Ticket
188. City of Avenal - Office of Traffic Safety - \$14,555  
Click It or Ticket
189. City of Avenal – Office of Traffic Safety - \$7,309  
DUI Checkpoints
190. City of Reedley - \$66,088  
Justice Assistance Grant
191. City of Kerman - \$14,897  
Justice Assistance Grant
192. City of Parlier - \$46,119  
Justice Assistance Grant
193. City of Delano - \$31,350  
REMOVE
194. Colorado NW Community College - \$430,000  
DOE – Geothermal Energy – (10/29/09)
195. McFarland Unified School District - \$314,859  
EETT C – (10/29/09)
196. Fresno County - \$3,151,300  
EECBG – (11/4/09)
197. City of Reedley - \$212,472  
CMAQ – Trail (11/5/09)
198. Kings Canyon Unified School District - \$635,400  
CMAQ – 3 buses (11/09)
199. Chevron Energy Solutions/UC Davis - \$2,500,000  
DOE FOA #122 West Village Project (1/10)

200. Grapevine-Colleyville School District/\$1,700,000  
Department of Energy, State of Texas, ARRA grant (3/2010)
201. City of Greenfield/\$95,660  
Cal Grip Anti- Gant (3/2010)
202. City of Gonzales/\$95,660  
Cal Grip Anti-Gant (3/2010)
203. City of King City/\$95,660  
Cal Grip Anti-Gang (3/2010)
204. City of Soledad/\$95,660  
Cal Grip Anti-Gang (3/2010)
205. City of Huron/\$2,500  
PG & E (4/2010)
206. City of Huron/\$90,000  
Prop 40 per Capita (4/2010)
207. Kings Canyon Unified School District/\$200,000  
Fresno County First 5 Family Strengthening (4/2010)
208. City of Delano/\$36,872  
Baseball Tomorrow (4/2010)
209. City of Avenal/\$13,426  
Baseball Tomorrow (5/2010)
210. City of Parlier/\$54,000  
Planning and Technical Assistance General Allocation (5/2010)
211. City of Lemoore/\$136,469  
EECBG (5/2010)
212. City of Lemoore/\$200,000  
AB 118 Alternative Fuel/CNG Station (5/2010)
213. City of Reedley/\$480,000  
AB 118 Transportation Yard (5/2010)
214. City of Taft/\$300,000  
CDBG Enterprise Fund (5/2010)
215. Gonzales Unified School District/\$4,000  
IFT Mini-Grant for 2010-11 School Year (5/2010)
216. City of Delano/\$379,650  
Southern California Edison Local Government Strategic Plan (5/2010)
217. City of Reedley/\$10,000  
General Mills Foundation/Champions grant/Learning Healthy Habits (6/2010)
218. City of Reedley/PD/\$35,000  
DOJ Gang Resistance Education and Training (7/2010)
219. Salinas Union High School District/\$300,000  
ASES Grant (8/2010)

- 220. Great Valley Energy, LLC/\$1,989,010  
AB118 (8/2010)
- 221. City of Gonzales/\$40,000  
Transportation Planning (8/2010)
- 222. City of Kerman/\$157,500  
Transportation Planning (8/2010)
- 223. Greenfield Union School District/\$23,000  
AB 2766 (8/2010)
- 224. Parlier Unified School District/51,731  
USDA Community Facilities (9/2010)
- 225. Orange Cove PD/Kings Canyon Unified School District/\$53,968  
COPS Secure Our Schools (9/2010)
- 226. Fairfield PD/Travis Unified School District/\$99,306  
COPS Secure Our Schools (9/2010)
- 227. Dixon Unified School District/\$14,560  
School Breakfast Program (9/2010)
- 228. Ripon Unified School District/\$6,259  
COPS Secure Our Schools
- 229. City of Kerman/\$31,600  
Gang Resistance Education and Training Grant for 2009 (9/2010)
- 230. City of Kingsburg/\$29,000  
Gang Resistance Education and Training Grant (9/2010)
- 231. Sanger PD/\$11,873  
Justice Assistance Grant (9/2010)
- 232. Fresno EOC/\$1,530,950  
Civic Justice Corps Program (CJC) (10/2010)
- 233. Fresno County/\$38,750  
Co. Complete Count Com. Census Outreach Funds  
(10/2010)
- 234. City of Salinas/Police Dept./Salinas City Elementary School Dist./\$198,249  
COPS Secure Schools (10/2010)
- 235. Farmersville Unified School District/\$1,081,500  
School Improvement Grant (SIG) app. (10/2010)
- 236. City of Orange Cove/\$250,000  
Safe Routes to School (10/2010)
- 237. City of Reedley/\$249,469  
COPS Hiring (10/2010)
- 238. City of Avenal/\$530,000  
Prop. 84 Parks Grant (11/2010)
- 239. City of Arvin/\$3,397,000  
Prop. 84 Parks Grant (11/2010)

- 240. McFarland Unified School District/\$50,000  
Enhancing Education through Technology (EETT) (11/2010)
- 241. City of Arvin/\$150,000  
Sustainable Communities\*
- 242. City of Greenfield/\$40,000  
DUI Enforcement & Awareness (2010)
- 243. City of Arvin/\$1,273  
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
- 244. City of Sanger/\$1,507  
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
- 245. City of Delano/\$1,854  
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
- 246. City of Farmersville/\$1,204  
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
- 247. City of Gonzales/\$1,714  
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
- 248. City of Greenfield/\$1,456  
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
- 249. City of Orange Cove/\$1,056  
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
- 250. City of Salinas/\$3,135  
Office of Traffic Safety Sobriety Checkpoint Mini Grant (10/2010)
- 251. City of Sanger/\$20,000  
First 5 Fresno CO. Special Projects – Shade Structures (12/2010)
- 252. Dixon Unified School District/C.A. Jacobs Middle School/\$500  
Target Field Trip
- 253. City of Orange Cove/\$5,000  
US Soccer Foundation – Field Grant (01/2011)
- 254. Salinas Union High School District/\$26,042  
California Postsecondary Education Commission  
Improving Teacher Quality State Grant Program (Foundation) (01/2011)
- 255. City of Kingsburg/Fire Department/\$21,494  
AFG for Firefighters PPE Equipment (01/2011)
- 256. City of Lemoore/\$100,000  
Dept. of Forestry & Fire Protection  
CAL FIRE Green Trees for the Gold State Grant Program (03/2011)
- 257. Caruthers Unified School District/\$3,300  
Dept. of Forestry & Fire Protection  
CAL FIRE Green Trees for the Gold State Grant Program (03/2011)
- 258. City of Newman/\$32,038  
Dept. of Forestry & Fire Protection CAL FIRE Green Trees for the Gold State Grant Program (03/2011)

259. City of Avenal/\$3,824  
Dept. of Forestry & Fire Protection CAL FIRE Green Trees for the Gold State Grant Program (03/2011)
260. Salinas City Elementary School District/El Gabilan Elementary School/\$50,000  
EISS (Early Intervention for School Success) (04/2011)
261. City of Lemoore/\$16,164  
ABC GAP Grant Assistance Program (04/2011)
262. City of Arvin/\$10,783  
Justice Assistance Grant (05/2011)
263. City of Delano/\$31,442  
Justice Assistance Grant (05/2011)
264. City of Reedley/\$13,906  
Justice Assistance Grant (05/2011)
265. Fresno Economic Opportunity Commission (EOC)/\$70,000  
CSBG Targeted Initiatives & Innovative Projects (05/2011)
266. Alvina Elementary School District/\$54,250  
Tire Derived (05/2011)
267. City of Delano/\$144,625  
Tire Derived (05/2011)
268. City of Gonzales/\$36,350  
Tire Derived (05/2011)
269. City of Lemoore/\$150,000  
Tire Derived (05/2011)
270. City of Newman/\$122,545  
Tire Derived (05/2011)
271. City of Orange Cove/\$25,375  
Tire Derived (05/2011)
272. City of Sanger/\$14,790  
Tire Derived (05/2011)
273. Farmersville Unified School District/\$150,000  
Tire Derived (05/2011)
274. Newman Crows Landing Unified School District/\$150,000  
Tire Derived (05/2011)
275. Parlier Unified School District/\$150,000  
Tire Derived (05/2011)
276. City Elementary School District/\$149,945  
Tire Derived (05/2011)
277. City of Oakdale/\$7,500  
Cal Fire Urban Forestry (05/2011)
278. City of Greenfield/\$28,702  
USDA Community Facilities Grant (05/2011)

279. City of Salinas/\$148,793  
Office of Traffic Safety DUI Enforcement and Awareness (06/2011)
280. City of Oakdale/\$11,368  
Office of Traffic Safety (07/2011)
281. Kings Canyon Unified School District/\$500,000  
USD HRSA (07/2011)
282. Arvin Union School District/\$75 per Student/\$157,380  
Fresh Fruit and Vegetable Grant (07/2011)
283. Greenfield Unified School District/\$75 per Student/ \$105,600  
Fresh Fruit and Vegetable Grant (07/2011)
284. Salinas City Elementary School District/\$75 per Student/\$289,320  
Fresh Fruit and Vegetable Grant (07/2011)
285. City of Reedley - \$13,906  
Justice Assistance Grant (08/2011)
286. City of Tracy - \$12,734  
BIA Justice Assistance Grant (08/2011)
287. City of Delano Police Department - \$23,199  
BIA Justice Assistance Grant (08/2011)
288. City of Reedley Police Department - \$12,492  
BIA Justice Assistance Grant (08/2011)
289. Newman Crows Landing Unified School District - \$25,138  
SFYAB Farmers Market Project (09/2011)
290. Alum Rock Union Elementary School - \$150,000  
Kaiser Permanente HEALS (09/2011)
291. Kern County Public Health Services Department - \$416,577  
Community Transformation Grant (09/2011)
292. City of Lemoore - \$91,850  
CalTrans Planning Grant (09/2011)
293. City of Gonzales - \$116,150  
Planning and Technical Assistance Grant (10/2011)
294. City of Orange Cove - \$6,947  
Bulletproof Vest Partnership Program (10/2011)
295. City of Gustine - \$5,655  
Bulletproof Vest Partnership Program (10/2011)
296. City of McFarland - \$2,450  
Bulletproof Vest Partnership Program (10/2011)
297. City of Rancho Cordova - \$1,879,000  
SACOG Regional/Local for Sunrise Rehab (11/2011)
298. City of Rancho Cordova - \$148,000  
SACOG Bike/Ped for Signal Detection (11/2011)



299. City of Rancho Cordova - \$181,000  
SACOG Bike/Ped for Class II Bike Trail System (11/2011)
300. City of Kerman - \$200,000  
Stewardship Council Infrastructure Grant (11/2011)
301. Agape Corporation - \$10,000  
PG & E Grant (11/2011)
302. City of Delano - \$250,000  
Disaster Recovery Initiative (11/2011)
303. City of Sanger - \$25,500  
IMPACT, LEAD, Minor Decoy, Shoulder Tap, Juvenile Surveillance (12/2011)
304. Kings Canyon Unified School District - \$450,000  
2011 California Math Science Partnership Professional Development Program Demonstration Centers (12/2011)
305. Earlimart Middle School - \$700  
Target Field Grant (12/2011)
306. City of Kerman - \$7,289  
Bulletproof Vest Partnership Program (12/2011)
307. Newman Crows Landing - \$82,000  
San Joaquin Valley Air Pollution Control District New Alternative Vehicle Program (12/2011)
308. Lindsay Unified School District - \$96,061  
San Joaquin Valley Air Pollution Control District New Alternative Vehicle Program (01/2012)
309. City of Gonzales - \$400,000  
CalHOME – Owner Occupied Rehabilitation (01/2012)
310. City of Escalon - \$51,030  
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
311. City of Delano - \$1,000,000  
HCD Emergency Housing and Capital Development (01/2012)
312. City of Orange Cove - \$71,036  
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
313. City of Newman - \$100,000  
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
314. City of Tracy - \$100,000  
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
315. Lynwood Unified School District - \$3,100,302  
School Improvement Grant (02/2012)
316. City of McFarland - \$4,200  
US Soccer Foundation Grant - Field Irrigation (02/2012)
317. Arvin Unified School District - \$4,069  
U.S. Soccer Foundation Grant (02/2012)
318. Arvin Unified School District - \$4,069  
U.S. Soccer Foundation Grant (02/2012)

319. Dixon Unified School District - \$129,500  
Cal Recycle Tire Derived Product Grant (03/2012)
320. Mendota Unified School District - \$124,697  
Cal Recycle Tire Derived Product Grant (03/2012)
321. Alum Rock Union Elementary School District - \$150,000  
Cal Recycle Tire Derived Product Grant (03/2012)
322. Earlimart Unified School District - \$12,324  
Cal Recycle Tire Derived Product Grant (03/2012)
323. City of Montebello - \$142,180  
Cal Recycle Tire Derived Product Grant (03/2012)
324. City of Escalon - \$150,000  
Cal Recycle Tire Derived Product Grant (03/2012)
325. City of Arvin - \$51,996  
Cal Recycle Tire Derived Product Grant (03/2012)
326. Monterey Peninsula Unified School District - \$149,847  
Cal Recycle Tire Derived Product Grant (03/2012)
327. City of Rancho Cordova - \$250,000  
CA Gang Reduction, Intervention and Prevention Grant – CalGRIP (03/2012)
328. City of McFarland - \$106,600  
Rubberized Pavement Grant (03/2012)
329. Central Unified School District - \$837,288  
Congestion Mitigation and Air Quality Improvement Program (CMAQ) (03/2012)
330. Southwest Transportation Agency - \$690,000  
Congestion Mitigation and Air Quality Improvement Program (CMAQ) (03/2012)
331. Hayward Unified School District - \$57,750  
Cal Recycle Tire Derived Product Grant (04/2012)
332. Arvin Union School District - \$150,000  
Cal Recycle Tire Derived Product Grant (04/2012)
333. City of Pico Rivera - \$55,125  
Cal Recycle Tire Derived Product Grant (04/2012)
334. Lynwood Unified School District - \$116,000  
Cal Recycle Tire Derived Product Grant (04/2012)
335. City of Bell Gardens - \$124,000  
Cal Recycle Tire Derived Product Grant (04/2012)
336. Lindsay Unified School District - \$12,553  
Cal Fire Leafing Out Tree Grant (04/2012)
337. City of Waterford - \$82,250  
Cal Recycle Tire Derived Product Grant (04/2012)
338. City of Waterford - \$35,644  
Cal Fire Urban Forestry Inventory Grant (04/2012)

339. Travis Unified School District - \$124,345  
Cal Recycle Tire Derived Product Grant (04/2012)
340. City of Gonzales - \$125,003  
Cal Recycle Tire Derived Product Grant (04/2012)
341. City of Gustine - \$99,750  
Cal Recycle Tire Derived Product Grant (04/2012)
342. City of Pico Rivera - \$99,000  
Cal Fire Green Trees for the Golden State (04/2012)
343. Newman Crows Landing School District - \$112,500  
After School Education and Safety Program (ASES) (05/2012)
344. West Covina Unified School District - \$16,650  
After School Education and Safety Program (ASES) (05/2012)
345. Salinas Union High School District - \$150,000  
After School Education and Safety Program (ASES) (05/2012)
346. City of McFarland - \$106,600  
Rubberized Pavement (05/2012)
347. Kings Canyon Unified School District - \$150,000  
Safe and Support Our Schools Grant (S3) (06/2012)
348. West Covina Unified School District – Unspecified Dollar Amount  
MetLife Grant (Comprehensive Training Program for Teachers) (06/2012)
349. City of Delano – \$475,928  
COPS Hiring (06/2012)
350. City of Mendota – \$125,000  
COPS Hiring (06/2012)
351. City of Salinas – \$250,000  
Urban Greening Planning Grant (05/2012)
352. City of Yuba City – \$450,000  
State-Legislated Safe Routes to School Program (07/2012)
353. El Rancho Unified School District/City of Pico Rivera – \$401,400  
State-Legislated Safe Routes to School Program (07/2012)
354. Armona Union Elementary School District – \$320,900  
State-Legislated Safe Routes to School Program (07/2012)
355. City of Waterford – \$232,600  
State-Legislated Safe Routes to School Program (07/2012)
356. City of Lemoore – \$130,100  
State-Legislated Safe Routes to School Program (07/2012)
357. City of Patterson – \$135,200  
State-Legislated Safe Routes to School Program (07/2012)
358. Mendota Unified School District/City of Mendota – \$117,700  
State-Legislated Safe Routes to School Program (07/2012)

359. West Covina Unified School District – \$50,000  
EISS (Early Intervention for School Success) (07/2012)
360. Monterey Peninsula Unified School District - Elementary – \$2,000  
Action for Healthy Kids (07/2012)
361. Monterey Peninsula Unified School District – High School – \$2,000  
Action for Healthy Kids (07/2012)
362. Arvin Union School District - \$112,050  
21<sup>st</sup> Century Community Learning Centers Program Grant (07/2012)
363. Bassett Unified School District - \$93,332  
Fresh Fruits and Vegetables Program (07/2012)
364. Hacienda La Puente Unified School District - \$263,839  
Fresh Fruits and Vegetables Program (07/2012)
365. Lynwood Unified School District - \$333,503  
Fresh Fruits and Vegetables Program (07/2012)
366. Fairfax School District - \$71,875  
Fresh Fruits and Vegetables Program (07/2012)
367. Hayward Unified School District - \$144,250  
Fresh Fruits and Vegetables Program (07/2012)
368. Monterey Peninsula Unified School District - \$104,275  
Fresh Fruits and Vegetables Program (07/2012)
369. City of Salinas Public Library - \$30,000  
USDA Community Facilities Grant (07/2012)
370. City of Delano Police Department - \$18,716  
Edward Byrne Memorial Justice Assistance Grant Program (07/2012)
371. City of Delano - \$166,195  
CalRecycle Rubberized Pavement Grant (04/2012)
372. El Rancho Unified School District - \$48,984  
School Breakfast Program (07/2012)
373. Hayward Unified School District - \$119,583  
School Breakfast Program (07/2012)
374. San Jose Conservation Corp and Charter School - \$810,000  
YouthBuild SMART (07/2012)
375. City of Orange Cove - \$536,937  
CalEMA Law Enforcement Specialized Units (07/2012)
376. Arvin Unified School District - \$6,240  
Cal Fire Leafing Out Grant (08/2012)
377. Earlimart Unified School District - \$8,201  
Cal Fire Leafing Out Grant (08/2012)
378. City of Rialto - \$74,000  
Targeted Site Investigation Grant (08/2012)

379. City of Lynwood - \$100,000  
Transportation, Community and System Preservation Program (08/2012)
380. Kings Canyon Unified School District - \$43,400  
Employment Training Panel (ETP) (08/2012)
381. City of Mendota - \$32,000  
OTS GME STEP Overtime Only (09/2012)
382. City of Rialto - \$57,958  
Electric Vehicle Charging Infrastructure Grant (09/2012)
383. City of Montebello - \$250,000  
Disaster Recovery Initiative (09/2012)
384. Kings Canyon Unified School District - \$100,000  
Advanced Transit and Transportation Projects (SJVAPCD) (10/2012)
385. City of McFarland - \$11,442  
New Alternative Vehicle Program (SJVAPCD) (10/2012)
386. City of Hughson - \$100,000  
New Alternative Vehicle Program (SJVAPCD) (10/2012)
387. City of Gustine - \$46,927  
388. New Alternative Vehicle Program (SJVAPCD) (10/2012)

**TOTAL AMOUNT:      \$ 108,860,722**

\*Recommended for funding

(10/10/2012)



CALIFORNIA CONSULTING HAS SECURED OVER \$1 BILLION FOR CLIENTS!



## Testimonials

"I have worked closely with California Consulting, LLC for several years since my tenure on the Kern County Board of Supervisors and as a member of the Board of Directors of the Kern Council of Governments. I have always found California Consulting to be well respected throughout the Valley and highly regarded by key policymakers and legislative staff."

***Michael Rubio, State Senator, CA 16th District***

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"As City Manager of the City of Salinas I have witnessed California Consulting's great work first hand. The hard working and responsive team at California Consulting has gone above and beyond the call of duty for the City of Salinas. I strongly recommend California Consulting and have been impressed by their work."

***Artie Fields Former City Manager City of Salinas***

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"California Consulting has delivered for their clients. Whether it is their high quality grant writing or their outstanding state lobbying, this is a company that gets the job done. California Consulting has earned a reputation as a high quality and highly regarded grant writing and governmental affairs firm."

***Blong Xiong, Councilman, City of Fresno***

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"Lynwood Unified has been very pleased with California Consulting. The company is responsive, and pays attention to detail. We have been impressed with their grant writers and are pleased to recommend them."

***Ed Velasquez, Superintendent, Lynwood USD***

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"When you hire California Consulting you know you are in the best hands possible. California Consulting has earned a reputation for writing the finest quality grant applications. As well, the firm is well respected by state legislators and others at the Capitol. I give California Consulting my highest recommendation."

***Danny Parra, Councilman City of Fowler***

***Fresno County Rep., League of California Cities Chair, Five Cities Economic Development Authority***

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"Whether it is lobbying the state or writing high quality federal and state grant applications, California Consulting has set the standard in the industry. California Consulting's hard work ethic and commitment to producing high quality grant applications is known by municipalities all over the State. I recommend them strongly because I know from personal experience that they deliver what they promise."

***Dave Elias, Fowler City Manager***

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"It gives me great pleasure to write this letter of recommendation for California Consulting, LLC. For several years, the Council of Fresno County Governments (Fresno COG) has retained the services of California Consulting, LLC. Each year, our Policy Board has renewed the California Consulting contract and praised their work. In fact, the last three years, the contract renewal has been by a unanimous vote of all 15 cities plus the County of Fresno."

***Tony Boren, Executive Director,  
Fresno COG***

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"It gives me great pleasure to strongly recommend California Consulting, LLC to you. California Consulting, LLC have served as the State Lobbyists for the Fresno COG for several years. California Consulting won the Fresno COG contract on an overwhelming vote over several other lobbying firms through a competitive RFP process. In short, we could not be more pleased with our selection of California Consulting as our state lobbyists."

***Trinidad Rodriguez, Former Mayor, City of Kerman, Former Chairman, Fresno COG***

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"California Consulting has exceeded our expectations. Their grant writers have helped us bring in more than \$5.5 million in state and federal funds for our School District. Based on our first hand experience, we strongly recommend California Consulting."

***Rich Merlo, Superintendent, Corcoran Unified School District***

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"California Consulting has performed very well for the City of Delano. We recommend them highly and have been impressed with their hard work and ability to get things done in Sacramento."

***Councilwoman Grace Vallejo, City of Delano***

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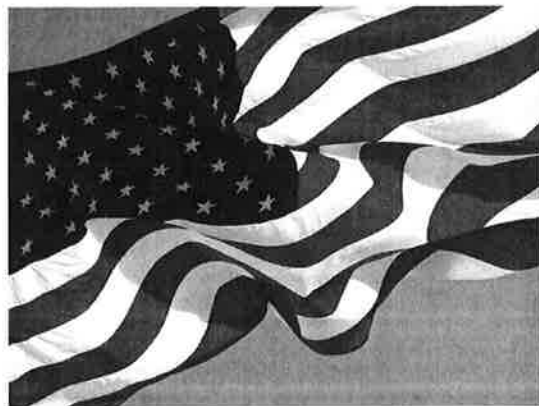
"California Consulting works hard to represent their clients. It is their hard work ethic, responsiveness, and attention to detail that has made them so successful at securing funding for clients. I recommend them without hesitation."

***Mayor Dennis Donahue, City of Salinas***

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"We are very pleased we hired California Consulting, LLC. They have proven themselves time and time again and their relationships in Sacramento are outstanding. California Consulting can open the doors and effectively get things done in Sacramento and their team is very highly regarded by top Capitol policymakers."

***Mayor Trinidad Rodriguez  
Chairman, Fresno Council of Governments (COG)  
composed of all 15 cities in Fresno County and  
County of Fresno***



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"California Consulting is well respected in the halls of the State Capitol. The connections, knowledge of the legislative and funding process, and hard work has made them one of California's most sought after lobbying and grant writing companies."

***Former Mayor Victor P. Lopez, City of Orange Cove***

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"When projects need funding it is often California Consulting that gets the call. They have proven very successful at generating much-needed dollars for our local communities and I commend them for their effective work. We need more hard working companies that care about our communities like California Consulting."

***Henry Perea, Fresno County Board of Supervisors***

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"California Consulting has played a major role in several key projects across the San Joaquin Valley. They should be commended for their collaboration, hard work, coalition building and ability to work across party lines to be effective."

***Peter Weber, Community Leader***

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"California Consulting has brought millions of dollars to my community. They are expert grant writers and it shows. They can identify the funds, research the sources and write effective applications. Our city cannot recommend them highly enough."

***Mayor Armando Lopez, City of Parlier***

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"We are very pleased with California Consulting. They have helped generate millions of dollars in grant monies for our district and have excellent relationships in Sacramento. I recommend them strongly."

***Juan Garza, Kings Canyon Unified Superintendent***

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"If you want a hard working and knowledgeable team of grant writers and lobbyists you should retain California Consulting. They will exceed your expectations."

***Councilmember Leland Bergstrom, City of Kingsburg***

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"California Consulting has provided the City of Lemoore with connections to the right people at the right time. They have been very responsive to our needs. I recommend them without hesitation."

***Jeff Briltz, Former City Manager, City of Lemoore***

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"We are pleased that we retained California Consulting. In a very short period of time, California Consulting has been very effective in assessing our needs and submitting grants quickly. They have an experienced and hard working team of grant writers and I recommend them without hesitation."

***William M. Molinari, Councilmember for City of Montebello***

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## Success Stories

### Turning Ideas into Reality

The following are three of California Consulting's many success stories for our clients. These are three specific examples of clients coming to our firm with ideas and our team working to put the state and federal funding in place to turn the client's idea into reality.

#### 1. Corcoran Technology Learning Center

The state of the art facility is expected to create 750 jobs within 6 years. This 23,000 sq. ft facility is jointly owned by the City of Corcoran and Corcoran Unified School District. The facility was almost entirely funded by grants.

California Consulting, LLC grant writers wrote an extensive and highly competitive federal Economic Development Administration, Planning Grant: The grant was funded for \$200,000 covering the cost of the engineering and architectural planning of the facility.



California Consulting, LLC grant writers wrote a detailed and comprehensive Office of Public School Construction/ California Department of Education, Joint Use application: This highly competitive application was funded for \$2 million for the construction of the facility.

Lastly, California Consulting, LLC wrote a federal Economic Development Administration application that took months to plan, research, and write. The end result was an award of \$3.2 million for construction.

**Total of federal and state grants obtained by California Consulting, LLC for the Corcoran Technology Learning Center = \$5.4 million.**

***"The grant writers at California Consulting, LLC wrote outstanding applications both of which were approved at the state and federal levels...."*** Rich Merlo, Superintendent for Corcoran Unified School District.

## **2. City of Parlier Bio-Agricultural Industrial Park**

The City of Parlier boasts a 297-acre site for development of its business/industrial park. The first phase of this newly annexed park is currently being developed with an infrastructure, land use and street alignment plan being completed. The cost of the infrastructure improvements was funded through grants.

California Consulting, LLC grant writers wrote an exhaustive federal Economic Development Administration application. This was a highly competitive and complex process. The result was a \$2.8 million grant award for the infrastructure for the Bio-Ag Park.

California Consulting, LLC grant writers also wrote a challenging and time consuming Enterprise Fund application resulting in a \$500,000 award for the City.

**Total of federal and state grants obtained by California Consulting, LLC for the City of Parlier Bio-Agricultural Industrial Park = \$3.3 million.**

***“California Consulting went above and beyond our expectations in obtaining this funding for the Industrial Park. They have helped the city in making it a better place for our community.”***  
Mayor Armando Lopez

## **3. Kings Canyon Unified School District Schools**

Kings Canyon Unified had a need for several improvements at school sites as well as construction of a new school in order to serve their increasing number of students. California Consulting, LLC grant writers wrote a thorough and extensive Office of Public School Construction/ California Department of Education, Joint Use application: This highly competitive application was funded for 6 schools in the district. The following projects were funded:

- Zumwalt School project is the construction of a new school. The Joint Use funding provided \$1.5 million for a library and \$1.5 million for a multi-purpose room.
- Grant Middle School was funded \$1.5 million for the construction of a gymnasium. Jefferson Elementary was funded \$1 million for the construction of a multi-purpose room.
- Reedley High School was funded \$2 million for the construction of a library. Riverview Elementary was funded \$1.5 million for the construction of a multi-purpose room.
- Dunlap Elementary was funded \$1 million for the construction of a multi-purpose room.

**Total of state grants obtained by California Consulting, LLC for the Kings Canyon Unified School District Schools ~ Over \$16 million.**

**California Consulting, LLC**  
*A Full Service Governmental Affairs Agency*  
**[www.californiaconsulting.org](http://www.californiaconsulting.org)**

**History**

Founded in 2004 California Consulting, LLC has quickly established a reputation for hard work and a commitment to success for its clients. Through that special hard work ethic, California Consulting, LLC has become one of the fastest growing advocacy and grant writing companies in California. With over 60 clients statewide, California Consulting's success has translated into rapid and unprecedented growth. Put simply, no lobbying/grant writing firm has grown faster in California in recent history.

Owner Steve Samuelian has more than two decades of experience dealing with Government, including 8 years as District Director for a U. S. Congressman. Additionally, Mr. Samuelian served in the California Legislature. The company has a professional team of Governmental affairs advocates and grant writers to successfully serve our client's needs.

California Consulting has developed an expertise in representing public agencies, private companies, and non-profit organizations.

California Consulting has secured almost \$1.4 billion for our clients.

**Grant Writing:**

The California Consulting team boasts ten grant writers. Through years of experience our grant writers have a proven track record of success and have mastered their skills of identifying, researching, and obtaining funding for significant projects at every level of government. Our team has successfully written competitive federal and state grants. Our aggressive, hard-working, and results-oriented style has translated into millions of dollars for our clients. Our professional grant writers are diligent and stay current on every federal and state grant available on a myriad of different topics and public policy areas. Whether it is recreation, education, parks money, or public safety our grants team knows where to locate grant funds and how to successfully write the applications. Our grant writers have written over 360 grant applications that have been funded for our clients.

**State Government Advocacy:**

California Consulting has two registered lobbyists. Specializing in relations with State Government Agencies, California Consulting assists clients specifically with the Governor's Office, the State Legislature, and the State Agencies that issue grant monies. With two registered lobbyists at the State Level, California Consulting, LLC has the expertise, experience, and relationships in Sacramento to successfully advocate for your issues. With Mr. Samuelian's former role as an elected State Legislator, our company is uniquely positioned to represent our clients with every facet of state

government. If you want to pass, amend, or stop state legislation, California Consulting has a proven track record of success. We also have secured funding for our clients through legislative avenues including budget trailer bills specifically for our clients needs.

California Consulting maintains strong relationships with the Governor's Senior Staff and with the Departments that have grant money available for cities, i.e., Department of Housing and Community Development, Integrated Waste Management Board, State Water Resources Control Board, Department of Water Resources, CalTrans, Department of Parks and Recreation, Cal-EPA, Office of Traffic & Safety and many others.

### **Sacramento Trips:**

Our office regularly organizes trips to Sacramento for our clients. We organize a full day of meetings with key State Agencies that have grant monies available. Usually the City Manager (or Superintendent if School District) and some city elected officials attend the day long visit to the Capitol accompanied by California Consulting Manager Steve Samuelian. Our team makes weekly trips to Sacramento to stay in constant contact with State Agencies and Legislators.

We provide, coordinate, and arrange consistent visits to Sacramento for our clients. These visits include a full day of lobbying State Agencies and key decision makers for grant money.

With an affiliate office in Sacramento, California Consulting is well equipped to host visits of local elected and appointed officials.

### **Quarterly Events:**

In order to keep our clients regularly informed of updates from the Capitol, we routinely invite special guests from Sacramento to visit with our clients. Each quarter we host a roundtable with a key elected or appointed official from the Capitol. Recent events have been held in Montebello, Salinas and Fresno in conjunction with our office. Guests have included CalTrans Director, Malcolm Dougherty, the Governor's Cabinet Secretary, current State Superintendent of Public Instruction, Tom Torlakson, and other key policymakers. This allows our clients to interact with major policymakers in a unique small group setting.

### **References:**

California Consulting references include key leaders from around the State. Our relationships are bipartisan and we have references from major figures and leaders in both political parties. A full list of our references can be viewed at [www.californiaconsulting.org](http://www.californiaconsulting.org).

California Consulting currently represents 20 cities across California, over 40 School Districts, Waste Management, and others. We have also been retained to work for agencies including Chevron Corporation and academic institutions including the California Institute of Technology in Pasadena, as well as several private sector clients. A full client list can be obtained at [www.californiaconsulting.org](http://www.californiaconsulting.org).



CALIFORNIA CONSULTING HAS SECURED OVER \$1 BILLION FOR CLIENTS!



## Past & Current Clients

### Government Agencies

Bear Mountain Recreation & Park District  
County of Fresno  
County of Kern  
County of Merced  
City of Arvin  
City of Avenal  
City of Atwater  
City of Bell Gardens  
City of Chino  
City of Chowchilla  
City of Coalinga  
City of Delano  
City of El Monte  
City of Escalon  
City of Farmersville  
City of Fowler  
City of Fresno Redevelopment Agency  
City of Greenfield  
City of Gonzales  
City of Gridley  
City of Hughson  
City of Huron  
City of Kerman  
City of Lancaster  
City of Lemoore  
City of Lindsay  
City of Lynwood  
City of McFarland  
City of Modesto  
City of Montebello  
City of Monterey Park  
City of Newman  
City of Orange Cove  
City of Patterson  
City of Pico Rivera  
City of Porterville  
City of Rancho Cordova  
City of Rialto  
City of Ridgecrest

City of Salinas  
City of Tracy  
City of Waterford  
The Latino Mayors & Local Elected Officials Coalition of Fresno County  
Fresno Council of Governments (all 15 cities in Fresno County)  
Fresno County Workforce Investment Board  
Fresno Economic Opportunities Commission (EOC)  
Kern Council of Governments (COG)  
Kingsburg Medical Center  
Madera Irrigation District  
McFarland Recreation & Park District  
San Jose Conservation Corps  
Santa Nella County Water District  
Selma-Kingsburg-Fowler Co. Sanitation Dist.  
Southwest Transportation Agency  
Veterans of Foreign Wars - Dept. of California  
Yuba City

### Public Education

Alameda County Office of Education  
Agape Charter School  
Alvina Unified School District  
Alum Rock Elementary District (San Jose)  
Armona Union Elementary School District  
Arvin Union School District  
Ballico-Cressey Unified School District  
Bassett Unified School District  
Calexico Unified School District  
Castro Valley Unified School District  
Caruthers Unified School District  
Castro Valley Unified School District  
Central Unified School District  
Coalinga-Huron Unified School District  
Corcoran Unified School District  
Delano Union School District  
Dixon Unified School District  
Earlimart School District  
Edison School District  
El Rancho Unified School District

Elk Hills School District  
 Fairfax Elementary School District  
 Firebaugh Las Deltas Unified School District  
 Fowler Unified School District  
 Galt High School District  
 Greenfield Unified School District  
 Hacienda La Puente Unified School District  
 iLEAD Charter School  
 Hayward Unified School District  
 Kerman Unified School District  
 Kingsburg Elementary Charter School District  
 Kings Canyon Unified School District  
 Kings County Office of Education  
 Laton Unified School District  
 Lindsay Unified School District  
 Lemoore Union High School District  
 Lynwood Unified School District  
 McFarland Unified School District  
 Mendota Unified School District  
 Modoc County Office of Education  
 Monroe Elementary School District  
 Monterey County Office of Education  
 Monterey Peninsula Unified School District  
 Natomas Unified School District  
 Newman Crows Landing Unified School District  
 Reef-Sunset Unified School District  
 Rialto Unified School District  
 Ripon Unified School District  
 Riverdale Unified School District  
 Rowland Unified School District  
 Salinas City Elementary School District  
 Salinas Union High School District  
 San Jose Conservation Corps & Charter School  
 San Jose Evergreen Community College District  
 Santa Cruz Office of Education  
 SCVi Charter School  
 Selma Unified School District  
 Semitropic School District  
 Southern Kern Unified School District  
 Sundale Union Elementary School District  
 Travis Unified School District  
 West Covina Unified School District  
 West Park School District  
 Westside Unified School District

#### **Private Sector**

Aarti Petroleum  
 ADHC of Fresno & Clovis  
 ADHC of California  
 Andres Ramos  
 Adventists Health Care Network  
 Biswas Construction  
 BKS Energy, LLC  
 BMB Construction Properties

California Health Collaborative  
 California Institute of Technology (Pasadena, California)  
 Central Basin Municipal Water District  
 Century Builders  
 Chevron Energy Solutions  
 Citadel Investment Group  
 CMQ Associates  
 Commercial Aviation Services, LLC  
 Creative Bus Sales  
 Crescent View Charter High School  
 E & J Excavation  
 Eminence Healthcare  
 Estes Auto Group  
 Fashion Fair Yogurt  
 Fun World Auto Sales  
 G & K Market  
 GIG Group USA  
 Granville Homes, Inc.  
 Gunner & Andros Investments  
 Hanford Community Medical Center  
 Happy Market  
 Harris Construction  
 Health Care Supply Inc.  
 Jas Singh Development  
 L. A. Card Clubs Political Action Comm.  
 Lantana Investments  
 Law Offices of Ben Ewell  
 Mariposa Wine Co.  
 Martin Land & Development Company  
 MV Transportation  
 Myron Smith - Attorney at Law  
 Nature's Energy  
 Nurture by Nature  
 New Urban Strategies  
 Piccadilly Square  
 Precision Engineering  
 Railex  
 Revultec  
 Reynen & Bardis Communities  
 SilverCreek Properties  
 Skip Barwick Realty  
 Spencer Enterprises  
 Sperry Van Ness  
 SureFire, LLC  
 T.S. Public Relations  
 Tutelian and Company  
 United Development Group  
 Waste Management  
 Zane Hammond Construction

#### **Universities**

National Hispanic University Foundation





Central Valley Office  
1530 E. Shaw Ave., Ste. 114  
Fresno, CA 93710  
(559) 244-0801

Capitol Office  
520 Capitol Mall, Ste. 700  
Sacramento, CA 95184

Southern California Office  
420 N. Montebello Blvd., Ste. 302  
Montebello, CA 90640  
(323) 728-9002

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## Grant Writing

The California Consulting grants team boasts ten grant writers as well as support staff, the Chief Operating Officer, Bay Area Regional Director, Business Development Liaison, and Grants Administrative Assistant that compose our outstanding grants team. Through years of experience our grant writers have a proven track record of success and have mastered their skills of identifying, researching and obtaining funding for significant projects at every level of government. Our aggressive, hard-working and results-oriented style has translated into millions of dollars for our clients. Our professional grant writers are diligent and stay current on every Federal and State grant available on a myriad of different topics and public policy areas. Whether it is recreation, education, parks, or public safety our grants team knows where to locate grant funds and how to successfully write the applications.

***Our Grant Writers have written over 375 competitive Federal, State and private foundation applications that have been funded for our clients since 2004.***

### NEEDS ASSESSMENT:

California Consulting staff meets with our clients to identify priority projects, needs, objectives and tangible goals. Based on our knowledge of federal, state, and private funding opportunities our staff then will closely monitor funding opportunities that fit your needs.

### GRANT WRITING:

California Consulting is the State's largest and most effective grant writing company. We have been able to secure almost \$110 million in State and Federal competitive grants for our clients including over 375 approved applications! Put simply, our grant writers know how to craft your application and take it from scratch and turn it into a highly competitive document.

### GRANT ADMINISTRATION:

After the grant is awarded there is some times post award compliance that needs to be addressed. California Consulting staff has extensive experience in the area of grants administration, evaluation, and reporting post-award. We will assist you and your staff to meet all post award requirements.

### GRANTS RESEARCH AND IDENTIFICATION:

Time and time again our staff has been able to take an "idea" from a client and turn it into reality by finding the correct grant that fits the need. Our team of experts has the ability to conduct national searches and find any and all funding opportunities for our clients.



**California Consulting, LLC**  
*A Full Service Governmental Affairs Agency*  
**[www.californiaconsulting.org](http://www.californiaconsulting.org)**

**A Proposal for Town of Loomis**

**History**

Founded in 2004, California Consulting, LLC has quickly established a reputation for hard work and a commitment to success for its clients. California Consulting, LLC has become one of the fastest growing advocacy and grant writing companies in California. With offices in Sacramento, the Central Valley and Los Angeles, we have more than 65 clients statewide. We have 18 members of our team from Chico in the North, to Los Angeles in the South.

Owner Steve Samuelian has more than two decades of experience dealing with Government, including 8 years as District Director for a U. S. Congressman. Additionally, Mr. Samuelian served in the California Legislature. The company has a professional team of Governmental affairs advocates and grant writers to successfully serve our client's needs.

California Consulting has developed an expertise in representing public agencies, private companies, and non-profit organizations. We have secured almost \$1.4 billion for our clients since inception. California Consulting grant writers have written almost 400 competitive grants that have been funded, generating \$110,781,826 for our clients. We are yet to have a client where we did not generate significantly more money for the client than they paid us.

**Grant Writing:**

The California Consulting team boasts ten grant writers. Through years of experience our grant writers have a proven track record of success and have mastered their skills of identifying, researching, and obtaining funding for significant projects at every level of government. Our team has successfully written competitive Federal and State grants totaling well over \$110 million. Our aggressive, hard-working, and results-oriented style has translated into millions of dollars for our clients. Our professional grant writers are diligent and stay current on every Federal and State grant available on a myriad of different topics and public policy areas. Whether it is recreation, education, parks money, or public safety our grants team knows where to locate grant funds and how to successfully write the applications.

**State Government Advocacy:**

Specializing in relations with State Government Agencies, California Consulting assists clients specifically with the Governor's Office, the State Legislature, and the State Agencies that issue grant monies. With two registered lobbyists at the State Level,

California Consulting, LLC has the expertise, experience, and relationships in Sacramento to successfully advocate for your issues. With Mr. Samuelian's former role as an elected State Legislator, our company is uniquely positioned to represent our clients with every facet of State government. If you want to pass, amend, or stop State legislation, California Consulting has a history of success. We have secured funding through legislative avenues including budget trailer bills specifically for our clients needs.

California Consulting maintains strong relationships with the Governor's Senior Staff and with the Departments that have grant money available for cities, i.e., Department of Housing and Community Development, Integrated Waste Management Board, State Water Resources Control Board, Department of Water Resources, Cal-Trans, Department of Parks and Recreation, Cal-EPA, Office of Traffic and Safety and many others.

### **Sacramento Trips:**

Our office regularly organizes trips to Sacramento for our clients. We organize a full day of meetings with key State Agencies that have grant monies available. Usually the City Manager or District Superintendent along with elected officials attends the day long visit to the Capitol accompanied by California Consulting.

We provide, coordinate, and arrange consistent visits to Sacramento. These visits include a full day of lobbying State Agencies and key decision makers for grant money.

With an affiliate office in Sacramento, California Consulting is well equipped to host visits of local elected and appointed officials.

### **Quarterly Events:**

In order to keep our clients regularly informed of updates from the Capitol, we routinely invite special guests from Sacramento to visit with our clients. Each quarter we host a roundtable with a key elected or appointed official from the Capitol. Recent events have been held in Montebello, Salinas and Fresno in conjunction with our office. Guests have included CalTrans Director Malcolm Dougherty, the Governor's Cabinet Secretary, State Superintendent Tom Torlakson, and other key policymakers. This allows our clients to interact with major policymakers in a unique small group setting.

### **References:**

California Consulting references include key leaders from around the State. Our relationships are bi-partisan and we have references from major figures and leaders in both political parties. California State Superintendent Tom Torlakson is one of our references. California Consulting is the only grant writing firm in the State Mr. Torlakson gives his name to as a reference. A full list of our references can be viewed at [www.californiaconsulting.org](http://www.californiaconsulting.org).

California Consulting currently represents almost 20 cities across California, over 40 School Districts, Charter Schools, and others. We have also been retained to work for agencies including Chevron Corporation and academic institutions including the California Institute of Technology in Pasadena, as well as several private sector clients. A full client list can be obtained at [www.californiaconsulting.org](http://www.californiaconsulting.org).

**Scope of Services and Cost:**

1. We propose cost of \$3,500.00 per month plus reimbursement of out of pocket expenses.
2. We propose that to the extent legally allowed, the City hire California Consulting as grant administrators when dollars are available from within the grant (at no additional cost to the City). When grant dollars from the grant are not available for administration, reporting and evaluation purposes we will provide these services to the City at no cost as part of our scope of services.
3. California Consulting's grant research, identification, and writing are unlimited during the length of the contract.

## GOVERNMENT AFFAIRS CONSULTING AGREEMENT

**DATED:** November 27, 2012

**PARTIES:** California Consulting, LLC, A California Limited Liability Company  
(hereinafter the "Consultant"); and  
  
Town of Loomis, (hereinafter the "Client")

### AGREEMENT:

The undersigned hereby agree to the following terms and conditions:

**Section 1. Duties of Consultant:** During the term of this Agreement, Consultant shall provide the Client with state and local governmental affairs consulting and advice as is reasonably requested by the Client. It is understood and acknowledged by the parties that the value of the Consultant's advice is not readily quantifiable, and that Consultant shall render advice upon request of the Client, in good faith, but shall not be obligated to spend any specific or pre-set amount of time in so doing. Consultant's duties may include, but will not necessarily be limited to:

- a. Grants research, identification, and writing at direction of Client;
- b. Offering Client general advice on matters involving state, and local governmental issues and affairs, grants research, identification, and writing;
- c. Communicating with key persons in the state, government, state agencies, local government, community leaders, community organizations, and business persons to further the goals of Client; and,
- d. Arranging and/or attending meetings on behalf of the Client and for the furtherance of the stated goals of the Client.

**Section 2. Time for Performance of Duties:** Notwithstanding any other term or condition of this Agreement, Client specifically acknowledges that Consultant has other clients and/or outside employment. Consultant shall have control over the time and manner of performing its duties described in Section 1, and shall make available such time as it, in its sole discretion, shall deem appropriate for the performance of its duties under this Agreement.

**Section 3. Term of the Agreement:** The effective date of this Agreement is December 15, 2012, and shall continue on a month to month basis, which at any time either party can discuss potential new contract terms.

**Section 4. Compensation:** Client shall pay Consultant \$3,500.00 per month as compensation for Consultant's state and local government affairs consulting services. Client shall pay Consultant on the 1<sup>st</sup> day of each month, without the need for Consultant providing a written invoice.

**Section 5.**           **Expenses:** The Client agrees to reimburse the Consultant for reasonable out-of-pocket expenses related to performing services on behalf of the Client. Such expenses typically might include, but are not limited to, phone calls, faxes, copies, postage, parking, gas, messengers, travel, and lodging expenses, and quarterly lobbyist report. Consultant shall provide Client with a receipt and a description of the expense. Client shall reimburse Consultant within Thirty (30) days of Consultant providing the receipt and description of services to Client.

**Section 6.**           **Relationship:** Consultant shall perform its services hereunder as an independent contractor and not as an employee of the Client or an affiliate thereof. It is expressly understood and agreed to by the parties hereto that Consultant shall have no authority to act for, represent or bind the Client or any affiliate thereof in any manner, except as may be agreed to expressly by the Client in writing from time to time.

**Section 7.**           **Confidentiality:** Except in the course of the performance of its duties hereunder, each party agrees that it shall not disclose any trade secrets, know-how, or other proprietary information not in the public domain learned as a result of this Agreement. Similarly, the parties agree that they shall not disclose or divulge this Agreement, or any of its term or conditions to third parties, except as is necessary to perform the terms and conditions stated herein.

**Section 8.**           **Indemnification:** The Client agrees to indemnify and hold harmless the Consultant, its members, officers, directors, employees and each person who controls Consultant or any of its affiliates from and against any losses, claims, damages, liabilities and expenses whatsoever (including reasonable costs of investigation or defending any action) to which they or any of them may become subject under any applicable law arising out of Consultant's performance under this Agreement and will reimburse Consultant for all expenses (including counsel fees) as they are incurred. Consultant maintains liability insurance in the amount of one million dollars.

**Section 9.**           **Assignment:** This Agreement shall not be assignable by either party; provided however, that Consultant shall have the discretion to allocate its duties hereunder to owners, affiliates, or employees of Consultant.

**Section 10.**          **No Guaranteed Result:** Client acknowledges and agrees that Consultant does not have control over third party decision makers, and therefore Consultant makes no representations, warranties or guarantees that it can achieve any particular results. Consultant, however, shall act in good faith toward the performance of its duties described above.

**Section 11.**          **Prior Agreements:** There are no prior agreements between the parties, and this Agreement represents the sole and only agreement between them. This Agreement may only be modified by a writing signed by both parties.

**Section 12.**          **Governing Law:** This Agreement shall be deemed to be a contract made under the laws of the State of California and for all purposes shall be construed in accordance with the laws of said State.

**Section 13.**          **Attorney's Fees:** The prevailing party in any action filed that arises out of this Agreement shall be entitled to recoup their reasonable attorney's fees and costs from the other party.

**Section 14.**        **Notices:** All notices will be sent via certified mail or overnight courier such as Federal Express, to:

Consultant at:        California Consulting, LLC  
1530 East Shaw Avenue, Suite 114  
Fresno, CA 93710

Client at:            Town of Loomis  
3665 Taylor Road  
Loomis, CA 95650

**Section 15.**        **Termination:** This Agreement may be terminated by either party for any reason not in violation of federal and/or California State law upon thirty (30) days written notice to the other party. Client shall compensate Consultant for all services rendered prior to the date of termination. There shall be no liquidated damages in the event of termination under this provision.

IN WITNESS THEREOF, this Agreement is executed on the dates set forth below and effective on the date first set forth above.

“CONSULTANT”

“CLIENT”

California Consulting, LLC  
(A California Limited Liability Company)

Town of Loomis

By \_\_\_\_\_

\_\_\_\_\_

Steven N. Samuelian, Manager

Printed Name \_\_\_\_\_



## References

California Consulting references include key leaders from around the State. Our relationships are bi-partisan and you can view the list of our references from major figures and leaders in both political parties.

**Former Senate Majority Leader Dean Florez**

**Supervisor Judith Case**  
County of Fresno

**Senator Michael Rubio**

**Councilmember Grace Vallejo**  
City of Delano

**Supervisor Henry Perea,**  
Fresno County Board of Supervisors

**Assemblymember Henry T. Perea**

**Mayor Dennis Donahue**  
City of Salinas

**Former Mayor Victor Lopez**  
City of Orange Cove

**Alan Bengyel, City Manager**  
City of Orange Cove

**Councilmember Blong Xiong**  
City of Fresno District 1

**Peter Weber**  
Regional Jobs Initiative

**Mayor Armando Lopez**  
City of Parlier

**Councilmember Victor Ruiz**  
City of Sanger

**Mayor Ron Lander**  
City of Coalinga

**Mayor Dennis Lujan**  
City of Selma

**Councilmember Martin Castellano**  
City of Sanger

**Supervisor Frank Bigelow**  
County of Madera

**Supervisor Vern Moss**  
County of Madera

**Stell Manfredi**  
Former County Administrative Officer  
County of Madera

**Jeff Briltz**, City Manager  
City of Lemoore

**David Elias**, City Manager  
City of Fowler

**Bill Skinner**, City Manager  
City of Coalinga

**Rich Merlo**, Superintendent  
Corcoran Unified School District

**Abdel Salem**, City Manager  
City of Delano

**Jeff Roberts**  
Granville Homes

**Al Smith**, President and CEO  
Greater Fresno Area Chamber of  
Commerce

**Ed Kashian**, CEO  
Lance-Kashian and Company

**Richard Spencer**, CEO  
Spencer Enterprises

**Councilmember Rico Aguayo**  
City of Fowler

**Richard Gunner**  
Gunner & Andros Investments

**Juan Garza**, Superintendent  
Kings Canyon Unified School District

**Ralph Vandro**, Superintendent  
Laton Unified School District

**Councilmember Danny Parra**,  
City of Fowler

**Former Mayor Trinidad Rodriguez**  
City of Kerman

**Ron Manfredi**, City Manager  
City of Kerman

**Don Pauley**, City Manager  
City of Kingsburg

**Councilmember Leland Bergstrom**  
City of Kingsburg

**Bruce Rudd**, Assistant City Manager  
City of Fresno

**Lowell T. Carruth**, Partner  
McCormick Barstow LLP

**Tony Boren**, Executive Director  
Fresno Council of Governments (COG)

**Cliff Tutelian**, CEO  
Tutelian and Company

**Rocky Rogers**, City Manager  
City of Reedley

**Ray Soleno**, Councilman  
City of Reedley

**Kirk Hunter**, CEO  
Southwest Transportation Agency

**Supervisor Simon Salinas**  
Monterey County



# LOOMIS

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Feb 2013

# FIRM STRUCTURE

- **We don't just write grant applications**
- **Full time professional, experienced grant writing staff**
- **Continue to produce tangible, concrete results for clients**
- **Revenue generating entity that alleviates burden on staff and allows the city to actively and aggressively pursue several different**

# HISTORY

- **9 years**
- **Over 1.5 Billion Dollars to date**
- **Over 400 successful grants written**
- **Fresno, LA county and the Bay Area**

# **GRANT PROGRAM MANAGEMENT ◆ IDENTIFICATION ◆**

- **Needs Assessment**
- **Federal, State, and private foundation grant opportunities sent to you - By your Grant Writer**
- **Menu - list of current grant opportunities**
- **Targeted grant opportunity research for specific projects**

## **GRANT PROGRAM MANAGEMENT ◆ DRAFTING & SUBMISSION ◆**

- **Full time professional, experienced grant writing staff**
- **Your Project Manager's unique insight and experience in the grant writing results in stronger, more competitive applications for the city**
- **Assurance that the city's applications are properly and completely submitted**

# MONTHLY REPORT

- **Grants Offered**
- **Grants In Progress**
- **Grants Pending**
- **Grants Awarded**

# **GRANT PROGRAM MANAGEMENT**

## **STATE LOBBYING**

- **3 Register Lobbyists**
  - **Steve Samuelian -Owner** (a former member CA Assemblymember)
  - **Juan Garza, Chief Operating Officer**
  - **Noelani Sallings, Regional Director**
- **Perform lobbying activities for the city**
- **High level access to decision makers in State government**
- **Schedule lobbying trips as needed to Sacramento, to lobby on behalf of your applications and other issues**

# **GRANT PROGRAM MANAGEMENT ◆ TRACKING ◆**

- **Provide expected award notice dates**
- **Information regarding the decision making process**
- **Internal planning purposes**



# **GRANT PROGRAM MANAGEMENT**

## **POST GRANT AWARD ADMINISTRATION**

- **Increasingly important for and burdensome on cities**
- **We ensure all requirements are satisfied after an award is made to the city**
- **Serve as liaison between the city and the awarding agency**
- **The city will be in compliance with all requirements during implementation of the grant award**

## **CAPITAL IMPROVEMENT PROGRAM GRANTS**

- **Grants come in all areas of Capital Improvements**
  - **As small as lights, roads (striping and repaving), landscape (trees and grass), sidewalks, etc.**
  - **To as large as Bikeway through town, drain and bridge repair.**
- **Examples:**
  - **Safe Routes to school for Taylor Road and Del Oro High School Signalization**
  - **The Federal Transit-Capital Investment Grants program is under the Department of Transportation and the office of Federal Transit Administration or FTA for Sierra College Boulevard Widening Project, I-80/King Road Freeway Access Feasibility Study or the Bankhead Road Reconstruction**

## OTHER EXAMPLES OF CAPITAL IMPROVEMENT PROGRAM GRANTS

- **Agency:** CalTrans **Title:** Highway Safety Improvement Program (HSIP) **Summary:** The new federal surface transportation act, "Moving Ahead for Progress in the 21st Century" (MAP-21), was signed into law on July 6, 2012. Under MAP-21, the Highway Safety Improvement Program (HSIP) remains as one of the core federal-aid programs. The High Risk Rural Roads (HR3) Program is part of the HSIP Program in MAP-21, not a set-aside as in the previous federal surface transportation act. The specific provisions of the HSIP are defined in Section 1112 of MAP-21 which amended Section 148 of Title 23, United States Code (23 USC 148) to incorporate these provisions. The purpose of this program is to achieve a significant reduction in traffic fatalities and serious injuries on all public roads, including non-State-owned public roads and roads on tribal land.
- **Agency:** CalTrans – Division of Local Assistance **Title:** Bicycle Transportation Account (BTA) **Summary:** The Bicycle Transportation Account (BTA) is an annual program providing state funds for city and county projects that improve safety and convenience for bicycle commuters. In accordance with the Streets and Highways Code (SHC) Section 890-894.2 - California Bicycle Transportation Act, projects must be designed and developed to achieve the functional commuting needs and physical safety of all bicyclists. Local agencies first establish eligibility by preparing and adopting a Bicycle Transportation Plan (BTP) that complies with SHC Section 891.2. The BTP must be approved by the local agency's Regional Transportation Planning Agency.
- **Environmental Enhancement and Mitigation Program Summary:** The Environmental Enhancement and Mitigation Program (EEMP) was established by the Legislature in 1989. It offers a total of \$10 million each year for grants to local, state, and federal governmental agencies and to nonprofit organizations. Eligible projects must be directly or indirectly related to the environmental impact of the modification of an existing transportation facility or construction of a new transportation facility. (CA Constitution, Art. XIX, Sec.1) Grants are awarded in four categories:
  - **Highway Landscaping and Urban Forestry Projects** are designed to offset vehicular emissions of carbon dioxide through the planting of trees and other suitable plants.
  - **Resource Lands Projects** are for the acquisition, restoration, or enhancement of resource lands (watersheds, wildlife habitat, wetlands, forests, or other significant natural areas) to mitigate the loss of or detriment to such lands within or near the right of way for transportation improvements.
  - **Roadside Recreation Projects** provide for the acquisition and/or development of roadside recreational opportunities.
  - **Mitigation Projects Beyond the Scope of the Lead Agency** responsible for assessing the environmental impact of the proposed transportation improvement.

## OTHER EXAMPLES OF CAPITAL IMPROVEMENT PROGRAM GRANTS

- **Strategic Growth Council: Urban Greening Project Grants** Due: Concept Proposals available 02/15/2013; deadline 04/05/2013 To provide funds to preserve, enhance, increase or establish community green areas such as urban forests, open spaces, wetlands and community spaces (e.g., community gardens.)
- **Strategic Growth Council Urban Greening Planning Grant** Due: TBD – likely April 2013, per agency Because of the built-out nature of California's urban areas, the Urban Greening Planning Program (Program) will provide funds to assist entities in developing a master urban greening plan that will ultimately result in projects to help the State meet its environmental goals and the creation of healthy communities. The plan must be consistent with the State's planning policies and any applicable general or regional plan. The plan must outline or layout projects that reduce greenhouse gas emissions and provide multiple benefits including, but not limited to, decreasing air and water pollution, reducing the consumption of natural resources and energy, increasing the reliability of local water supplies, or increasing adaptability to climate change.
- **Economic Development Administration: Public Works and Economic Development Facilities Program** Due: 03/08/2013 and quarterly thereafter To provide support to construction, non-construction, and revolving loan fund investments designed to foster job creation and attract private investment in economically distressed areas of the U.S. Proposed initiatives in rural and urban communities will advance new ideas and creative approaches to address rapidly evolving economic conditions. Specifically, proposed construction or rehabilitation of essential public infrastructure and facilities will be designed to help communities and regions effectively leverage resources and strengths to create jobs, drive innovation, become centers of competition in the global economy, and ensure economic resilience.
- **Caltrans Transportation Planning Grant Program** Due Date: 04/02/2013 Transportation planning grants promote a balanced, comprehensive multi-modal transportation system. These grants may be used for a wide range of transportation planning purposes, which address local and regional transportation needs and issues.

## OTHER EXAMPLES OF CAPITAL IMPROVEMENT PROGRAM GRANTS

•**Prop 84 Urban Streams Restoration Program** Due: Upcoming, dates TBD Draft Proposal Solicitation Package (PSP) available for public review Spring of 2013. The Urban Streams Restoration Program (USRP) provides grants to local communities for projects to reduce flooding and erosion and associated property damages; restore, enhance, or protect the natural ecological values of streams; and promote community involvement, education, and stewardship.

•**California State Parks Recreational Trails Fund** This program may be transferred to CalTrans pending approval of Governor Brown's budget proposal. Agency notes to check website in coming months for updated information. The Recreational Trails Program (RTP) provides funds annually for recreational trails and trails-related projects. The RTP is administered at the federal level by the Federal Highway Administration (FHWA). It is administered at the state level by the California Department of Parks and Recreation (DPR). Non-motorized projects are administered by the Department's Office of Grants and Local Services and motorized projects are administered by the Department's Off-Highway Motor Vehicle Recreation Division.

•**California State Parks Land Water Conservation Fund** Typically offered annually. The Land and Water Conservation Fund program provides funds to federal agencies, and to the 50 states and 6 territories. The money allocated to the states may be used for statewide planning, and for acquiring and developing outdoor recreation areas and facilities.

•**Proposition 84 IRWM Implementation Grant** Due: 3-29-2013 Grant provides funding for implementation of projects that assist local public agencies meet long term water needs of the state including the delivery of safe drinking water and the protection of water quality and the environment.

•**Caltrans Safe Routes to Schools** State legislated SR2S program funds traffic safety infrastructure to improve walking/biking routes to schools. The federal program SRTS funds both road safety infrastructure improvements and non-infrastructure projects focusing on education and community collaboration for bicycle/pedestrian safety. SR2S was available in 2012. Caltrans does not expect to fund a round of either SR2S or the federal SRTS this year.

# **CORCORAN TECHNOLOGY LEARNING CENTER CAPITAL IMPROVEMENT PROJECT**

- **1. Corcoran Technology Learning Center**

The state of the art facility is expected to create 750 jobs within 6 years. This 23,000 sq. ft facility is jointly owned by the City of Corcoran and Corcoran Unified School District. The facility was almost entirely funded by grants.

California Consulting, LLC grant writers wrote an extensive and highly competitive federal Economic Development Administration, Planning Grant: The grant was funded for \$200,000 covering the cost of the engineering and architectural planning of the facility.

California Consulting, LLC grant writers wrote a detailed and comprehensive Office of Public School Construction/ California Department of Education, Joint Use application: This highly competitive application was funded for \$2 million for the construction of the facility.

Lastly, California Consulting, LLC wrote a federal Economic Development Administration application that took months to plan, research, and write. The end result was an award of \$3.2 million for construction.



## CITY OF PARLIER CAPITAL IMPROVEMENT PROJECT

- **City of Parlier Bio-Agricultural Industrial Park**

The City of Parlier boasts a 297-acre site for development of its business/industrial park. The first phase of this newly annexed park is currently being developed with an Infrastructure, land use and street alignment plan being completed. The cost of the infrastructure improvements was funded through grants.

California Consulting, LLC grant writers wrote an exhaustive federal Economic Development Administration application. This was a highly competitive and complex process. The result was a \$2.8 million grant award for the infrastructure for the Bio-Ag. Park.

California Consulting, LLC grant writers also wrote a challenging and time consuming Enterprise Fund application resulting in a \$500,000 award for the City.

## KINGS CANYON CAPITAL IMPROVEMENT PROJECT

- **Kings Canyon Unified School District Schools**

Kings Canyon Unified had a need for several improvements at school sites as well as construction of a new school in order to serve their increasing number of students. California Consulting, LLC grant writers wrote a thorough and extensive Office of Public School Construction/ California Department of Education, Joint Use application: This highly competitive application was funded for 6 schools in the district. The following projects were funded:

- Zumwalt School project is the construction of a new school. The Joint Use funding provided \$1.5 million for a library and \$1.5 million for a multi-purpose room.
- Grant Middle School was funded \$1.5 million for the construction of a gymnasium.  
Jefferson Elementary was funded \$1 million for the construction of a multi-purpose room.
- Reedley High School was funded \$2 million for the construction of a library.  
Riverview Elementary was funded \$1.5 million for the construction of a multi-purpose room.



California Consulting  
&  
City of Delano  
~*By the Numbers*~



<b>Total Grant Awards</b>	<b>\$6,220,425</b>
<b>Total Paid to CC</b>	<b>\$187,500</b>
<b>Percentage</b>	<b>3.01%</b>
<b>Ratio</b>	<b>33 to 1</b>
<b>Total Earned for Delano</b>	<b>\$6,032,925</b>
<b>\$ Per Working Day</b>	<b>\$3,570</b>
<b>Working Days - 6 yrs, 6 months</b>	<b>1,690</b>

**California Consulting  
&  
The City of Huron**

**-By The Numbers-**

<b>Total Grant Awards</b>	<b>\$ 2,601,803</b>
<b>Total Paid to CC</b>	<b>\$ 121,000</b>
<b>Percentage</b>	<b>4.7%</b>
<b>Ratio</b>	<b>22:1</b>
<b>Total Earned for City</b>	<b>\$ 2,480,803</b>
<b>\$ Per Working Day</b>	<b>\$ 1,901</b>
<b>Working Days - 5 yr (261/yr)</b>	<b>1,305</b>

California Consulting  
&  
Lynwood Unified School District  
*~By the Numbers~*



<b>Total Grant Awards</b>	<b>\$3,549,805</b>
<b>Total Paid to CC</b>	<b>\$55,000</b>
<b>Percentage</b>	<b>1.55%</b>
<b>Ratio</b>	<b>65 to 1</b>
<b>Total Earned for District</b>	<b>\$3,494,805</b>
<b>\$ Per Working Day</b>	<b>\$14,562</b>
<b>Paid Working Days - 11 months, 2 days</b>	<b>240</b>

# CONTACT INFORMATION

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